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May 23, 2017

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Ms. Kathryn J Olson
Chair
Illinois Health Facilities and Services Review Board
525 West Jefferson Street, 2nd Floor
Springfield, Illinois 62761

**HEALTH FACILITIES &
SERVICES REVIEW BOARD**

**Re: Dialysis Care Center McHenry (Project No. 16-058)
Letters of Opposition Response**

Dear Ms. Olsen:

I am writing on behalf of Dialysis Care Center McHenry in response to the opposition letters received from the Fresenius Medical Care and DaVita Dialysis. All concerns raised by these opposing ESRD corporation giants were addressed in our initial application.

The dialysis facilities in the McHenry service area are operated by two large multinational dialysis companies—DaVita Dialysis and Fresenius Medical Care. Both ESRD companies are Fortune 500 companies. The goals of both ESRD fortune 500 companies are profits, above all.

Dialysis Care Center McHenry, being a solely physician-owned and managed clinic, places patient care above profitability. In turn, this allows our facility to provide exceptional patient care and helps us better serve the needs of ESRD patients. Being a solely physician-owned and managed clinic also optimizes the independence physicians have in making clinical decisions and, in turn, will maximize the quality of care provided to patients receiving dialysis at Dialysis Care Center McHenry.

Fresenius and DaVita have created a duopoly—they currently own and operate over 90% of all the ESRD facilities in the state of Illinois. An additional dialysis facility, which is owned and operated by physicians, will create healthy competition and will offer more choices for dialysis patients. A recent investigative piece on the television show, Last Week Tonight with John Oliver (HBO), shows how LDO's have failed to meet the needs of their patients. We encourage you to watch this piece.

Dialysis Care Center McHenry will place strong emphasis on providing choices to patients needing dialysis, including home therapy choices, self-care, and transplant education, which has gained significant importance because of more convenience, better outcomes, and less cost. Our motto is "patients first".

The letters submitted by our physicians do represent comprehensive information about the anticipated referrals which will be generated to Dialysis Care Center McHenry. We still stand by the assertion that 77 patients will be referred to the proposed Dialysis Care Center McHenry within the first two years of operation. This is supported by the fact that our practice has added two nephrologists in the last year and shows the growing population for patients that need dialysis care. We reiterate that both Fresenius Medical Care and DaVita Dialysis seem to be more concerned with financially profiting from their patients rather than the care they should be providing to their patients.

The proposed dialysis facility will not have an adverse impact on existing facilities in the proposed geographic service area. All of the identified patients will be referrals from identified physicians and are on pre-ESRD list. The proposed dialysis facility will not lower utilization of other area providers that are operating below the occupancy standard.

Regarding the concerns of the lower cost of our projects in comparison to major dialysis providers, we utilize efficiency and cost saving models, which in the end, help reduce cost of the project substantially.

We respectfully ask the Board to approve Dialysis Care Center McHenry and break the dictum of the duopoly created by Fresenius and DaVita. We are confident that Dialysis Care Center McHenry will be an important addition to the McHenry community and its ESRD patients.

Sincerely,

A handwritten signature in black ink, appearing to read 'Asim Shazzad', with a stylized flourish underneath.

Asim Shazzad
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